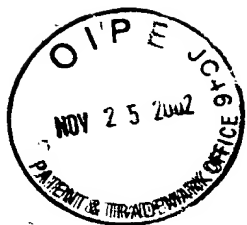


FIG. 1



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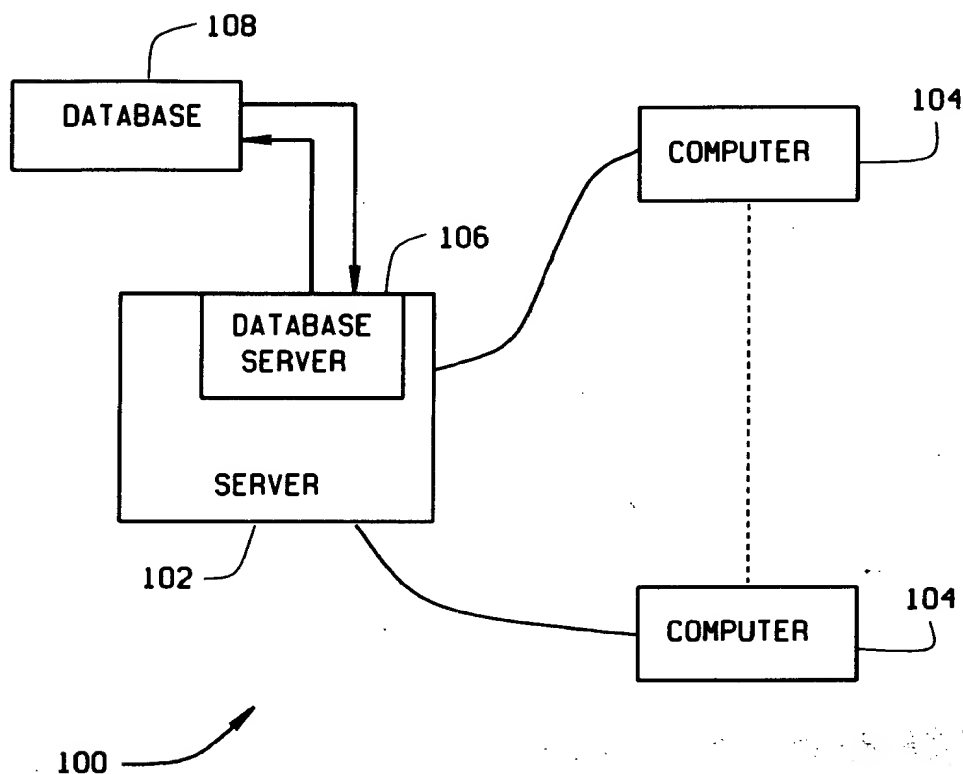


FIG. 2



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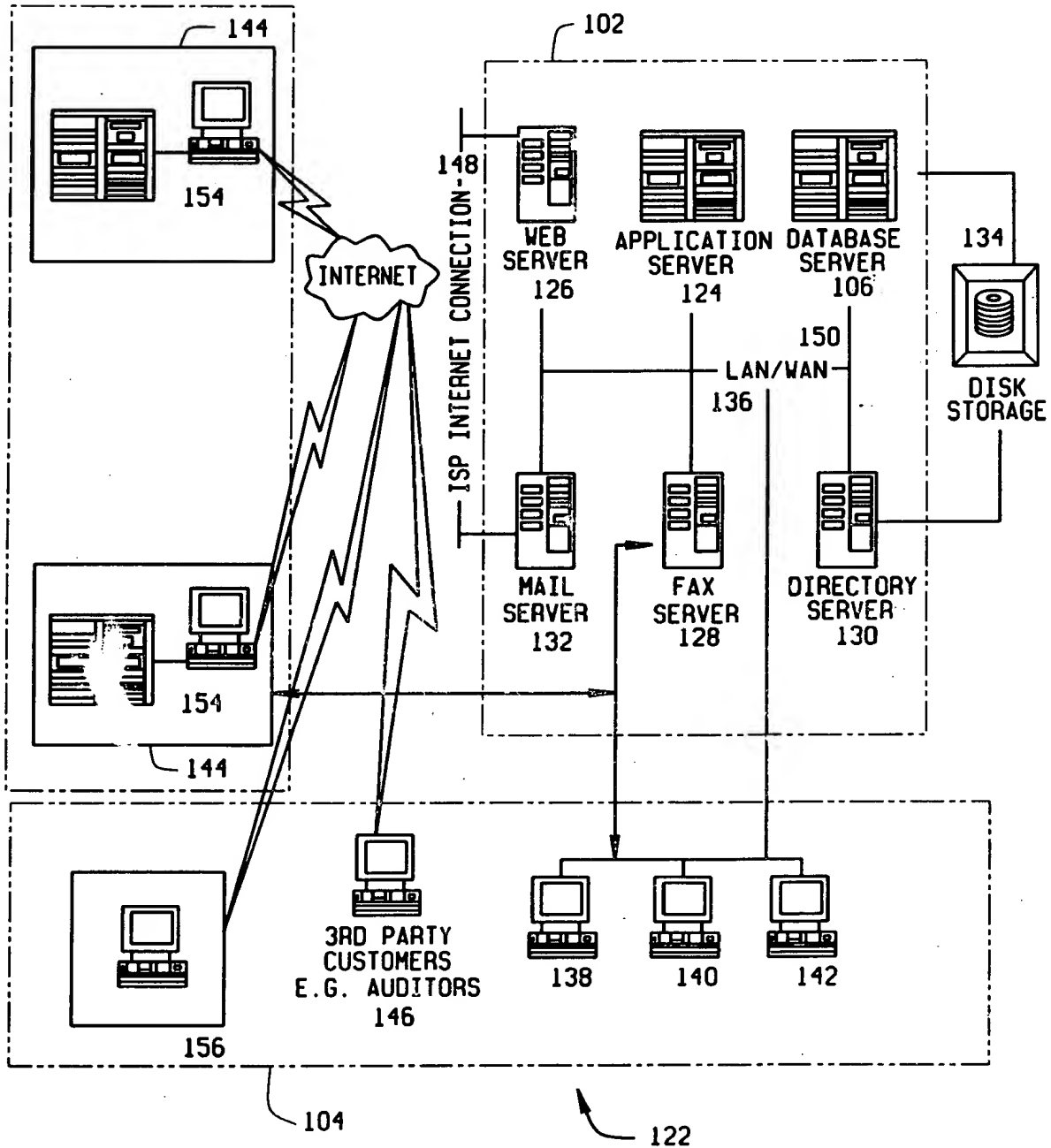


FIG. 3



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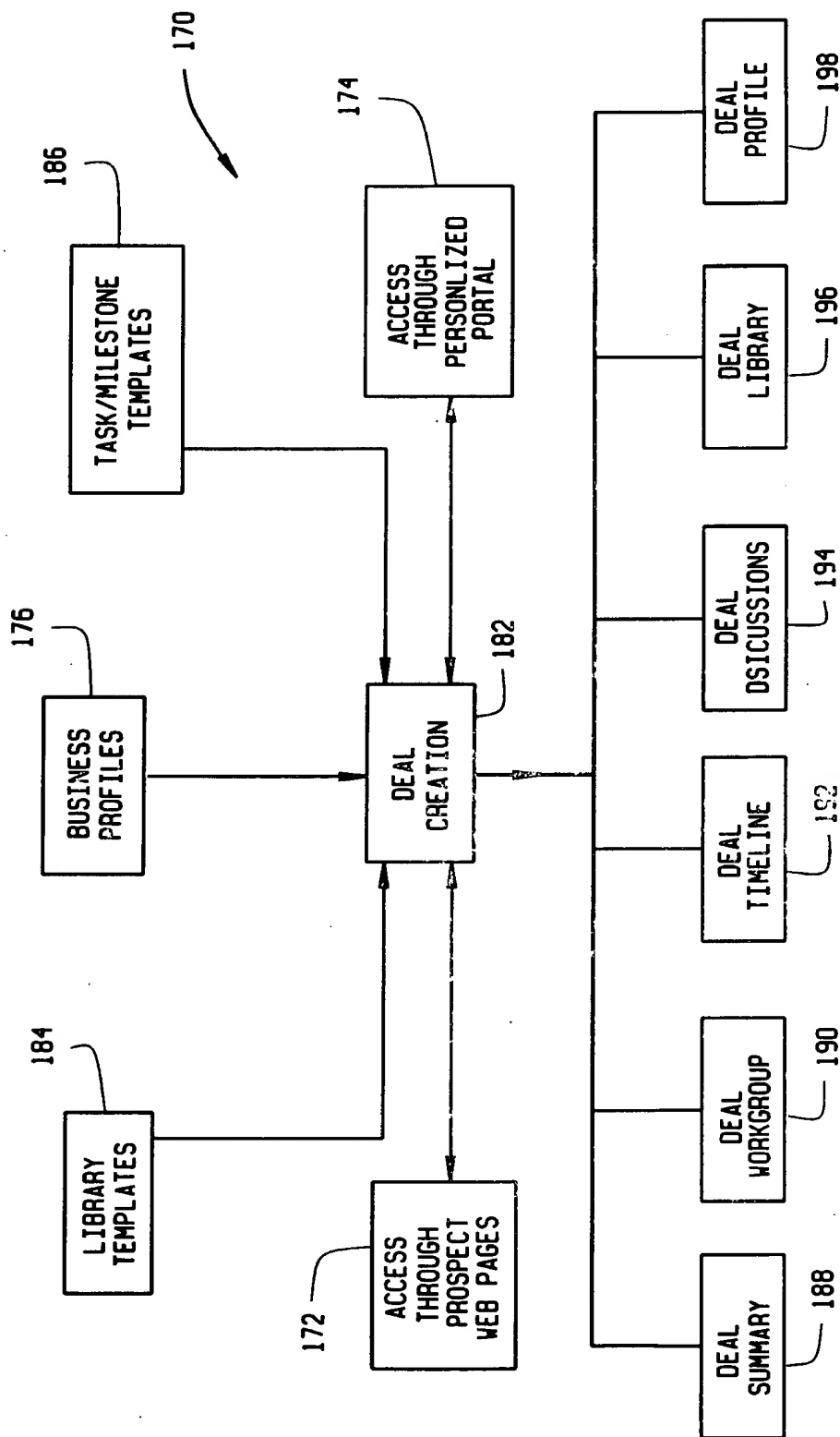


FIG. 4



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BUSINESS PROFILE											
BUSINESS NAME: <input type="text" value="SFG"/>											
GO TO MARKET NAME: <input type="text" value="SFG"/>											
HEADER GRAPHIC: <input type="text" value="SFG-GIF"/> <input type="button" value="BROWSE"/>											
SELECT FUNCTIONALITY: <input type="checkbox"/> USER ALERTS <input type="checkbox"/> DOCUMENT SEARCH <input type="checkbox"/> INVITE PROSPECT <input type="checkbox"/> DEAL GROUPS <input type="checkbox"/> DEAL SEARCH											
INFORMATION VISIBILITY: <input type="checkbox"/> VIEW ACROSS BUSINESS <input type="checkbox"/> VIEW ACROSS DIVISION											
DEAL VISIBILITY: <input type="checkbox"/> ACTIVE DEAL <input type="checkbox"/> CLOSED/LOST											
AUTHORITY LEVEL <input type="checkbox"/> MODIFY <input type="checkbox"/> VIEW <input type="checkbox"/>											
BUSINESS USER <input type="checkbox"/>											
BUSINESS MANAGER <input type="checkbox"/>											
BUSINESS ADMIN <input type="checkbox"/>											
AUTHORITY LEVEL											
AUTHORITY LEVEL <input type="checkbox"/> CREATE <input type="checkbox"/> MODIFY <input type="checkbox"/> VIEW <input type="checkbox"/> DELETE <input type="checkbox"/>											
USER <input type="checkbox"/>											
MANAGER <input type="checkbox"/>											
ADMIN <input type="checkbox"/>											
<input type="button" value="DONE"/> <input type="button" value="CANCEL"/> <input type="button" value="CONTINUE"/>											

FIG. 5



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BUSINESS UNIT HIERARCHY

SFG

DIVISION/SUB DIVISION

GO TO MARKET NAME

ENERGY	CREATE SUB DIVISION	ENERGY
COAL		COAL
GAS		NATURAL GAS
PIPELINE		PIPELINE
TELECOM	CREATE SUB DIVISION	TELE-COMMUNICATIONS
CABLE		CABLE
CELLULAR		CELLULAR & WIRELESS

CREATE DIVISION

DONE

CANCEL

FIG. 6



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CREATE DIVISION PROFILE

DIVISION NAME: ENERGY

GO TO MARKET NAME: ENERGY

HEADER GRAPHIC: SFGLOGO-GIF

BROWSE

DEAL VISIBILITY:

AUTHORITY LEVEL	ACTIVE DEAL VIEW	MODIFY	CLOSED/LOST VIEW
DIVISION USER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
DIVISION MANAGER	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
DIVISION ADMIN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

DONE

CANCEL

FIG. 7



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CREATE SUB-DIVISION PROFILE	
DIVISION NAME:	ENERGY
SUB-DIVISION NAME:	<input type="text" value="GAS"/>
GO TO MARKET NAME:	<input type="text" value="NATURAL GAS"/>
HEADER GRAPHIC:	<input type="text" value="SFGLOGO-GIF"/>
<input type="button" value="BROWSE"/>	
<input type="button" value="DONE"/> <input type="button" value="CANCEL"/>	

FIG. 8



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LIBRARY TEMPLATES				
DIVISIONS TO VIEW: <input type="checkbox"/> SELECT VIEW <input checked="" type="checkbox"/>				
DIVISION: DIVISION 1				
TEMPLATE	DEFAULT	LAST MODIFIED BY	LAST MODIFIED	REMOVE
NEW TEMPLATE FOR DIVISION 1		TRENT	01/01/2000	<input type="checkbox"/>
TEMPLATE 1	✓	TRENT	01/01/2000	<input type="checkbox"/>
TEMPLATE2		TRENT	01/01/2000	<input type="checkbox"/>
DIVISION: DIVISION 2				
TEMPLATE	DEFAULT	LAST MODIFIED BY	LAST MODIFIED	REMOVE
TEMPLATE 1		JOHN	01/01/2000	<input type="checkbox"/>
TEMPLATE2	✓	TOM	01/01/2000	<input type="checkbox"/>
DIVISION: DIVISION 3				
TEMPLATE	DEFAULT	LAST MODIFIED BY	LAST MODIFIED	REMOVE
TEMPLATE 1	✓	JOHN	01/01/2000	<input type="checkbox"/>
TEMPLATE2		JILL	01/01/2000	<input type="checkbox"/>
<input type="checkbox"/> CREATE TEMPLATE				<input type="checkbox"/> REMOVE

FIG. 9



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CREATE/MODIFY LIBRARY TEMPLATE	
TEMPLATE NAME: <input type="text"/>	DESCRIPTION: <input type="text"/>
DIVISION: <input type="checkbox"/> SELECT DIVISION <input checked="" type="checkbox"/>	<input type="checkbox"/> DEFAULT TEMPLATE FOR DIVISION
<input checked="" type="radio"/> NAME OF TEMPLATE ROOT FOLDER	
<input type="radio"/> FOLDER 1	
<input type="radio"/> FOLDER 2	
<input type="radio"/> FOLDER 3	
<input type="radio"/> FOLDER 4	
<input type="button" value="CREATE FOLDER"/>	<input type="button" value="REMOVE"/> <input type="button" value="DONE"/>

FIG. 10



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CREATE/MODIFY LIBRARY TEMPLATE FOLDER	
SUMMARY INFORMATION:	
PARENT FOLDER:	ROOT FOLDER <input type="button" value="SELECT"/>
FOLDER NAME:	<input type="text"/>
DESCRIPTION:	<input type="text"/>
<input type="checkbox"/> INHERITED FOLDER (NOTE: FILES PLACED INTO THIS FOLDER WILL AUTOMATICALLY INHERIT THE PERMISSIONS OF THIS FOLDER)	
<input type="checkbox"/> GE FOLDER (NOTE: THE SPONSORING GE BUSINESS USERS WILL BE AUTOMATICALLY PERMISSIONED ON THIS FOLDER)	
DEFAULT PERMISSION INFORMATION	
GROUP	PERMISSIONS
GE GROUP	<input type="button" value="SELECT PERMISSION"/>
CUSTOMER GROUP	<input type="button" value="SELECT PERMISSION"/>
OTHER	<input type="button" value="SELECT PERMISSION"/>
<input type="button" value="DONE"/>	<input type="button" value="CANCEL"/>

FIG. 11



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DIVISIONS TO VIEW: <input type="checkbox"/> VIEW ALL DIVISIONS <input checked="" type="checkbox"/>						
DIVISION: DIVISION 1						
TEMPLATE	DEFAULT	LAST MODIFIED BY	LAST MODIFIED	COPY	REMOVE	
NEW TEMPLATE		TRENT	01/01/2000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
TEMPLATE 1	✓	TRENT	01/01/2000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
TEMPLATE 2		TRENT	01/01/2000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
DIVISION: DIVISION 2						
TEMPLATE	DEFAULT	LAST MODIFIED BY	LAST MODIFIED	COPY	REMOVE	
TEMPLATE 3		JOHN	01/01/2000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
TEMPLATE 4	✓	TOM	01/01/2000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
DIVISION: DIVISION 3						
TEMPLATE	DEFAULT	LAST MODIFIED BY	LAST MODIFIED	COPY	REMOVE	
TEMPLATE 5	✓	JOHN	01/01/2000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
TEMPLATE 6		JILL	01/01/2000	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
<input type="checkbox"/> CREATE TEMPLATE						<input type="checkbox"/> REMOVE

FIG. 12



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CREATE/MODIFY TEMPLATE NEW TEMPLATE			
TEMPLATE NAME:		DESCRIPTION:	
DIVISION:	-SELECT ONE OF THE FOLLOWING- DEFAULT TEMPLATE FOR DIVISION		
EXPAND ALL		COLLAPSE ALL	CUSTOMER REQUEST DATE
<input type="checkbox"/> 1	MILESTONE NAME 1		<input type="checkbox"/>
<input type="checkbox"/> 1	TASK NAME 1		<input type="checkbox"/>
<input type="checkbox"/> 2	TASK NAME 2		<input checked="" type="checkbox"/>
<input type="checkbox"/> 1	SUB-TASK NAME 1		<input type="checkbox"/>
<input type="checkbox"/> 2	SUB-TASK NAME 2		<input type="checkbox"/>
<input type="checkbox"/> 2	MILESTONE NAME 2		<input type="checkbox"/>
<input type="checkbox"/> 1	TASK NAME 1		<input type="checkbox"/>
<input type="checkbox"/> 1	SUB-TASK NAME 1		<input checked="" type="checkbox"/>
<input type="checkbox"/> 3	MILESTONE NAME 3		<input type="checkbox"/>
<input type="checkbox"/> 1	TASK NAME 1		<input type="checkbox"/>
<input type="checkbox"/> 1	SUB-TASK NAME 1		<input type="checkbox"/>
SORT		CREATE MILESTONE	CREATE TASK
		DONE	CANCEL
		REMOVE	

FIG. 13



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CREATE DEAL

SELECT THE FIRST LETTER: A B C D E F G H I J K L M N O P Q R S T U V W X Y Z
OR

SEARCH: ☐ BEGINS WITH: ☐ CONTAINS: ☐

COMPANY NAME:

SEARCH **NEW COMPANY**

LOADSURE
EAGLE FINANCIAL
XYZ DATA SYSTEMS

DEAL NAME:

TIMELINE TEMPLATE: **DEFAULT TIMELINE TEMPLATE** ☒

LIBRARY TEMPLATE: **DEFAULT LIBRARY TEMPLATE** ☒

CREATE **CANCEL**

FIG. 14

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VIEW					
PROJECT SUMMARY					
LOADSURE DEAL 2 - LOADSURE					
SUMMARY	WORK GROUP	TASKS/TIMELINE	DISCUSSIONS	LIBRARY	
DEAL NAME: LOADSURE DEAL 2 DATE CREATED: 10/14/00 CLIENT PRIMARY CONTACT: SHERYL					
COMPANY NAME: <u>LOADSURE</u> TEAM LEAD: TIM PHONE NUMBER: (317)730-4691 PHONE NUMBER: (555)132-4691					
MILESTONE SUMMARY					
MILESTONE NAME	CURRENT STATUS	ORIGINAL REQUEST DATE	CURRENT DUE DATE	ACTUAL COMPLETION DATE	
MILESTONE NUMBER 1	IN PROGRESS	12/01/2000	12/15/2000	NA	
MILESTONE NUMBER 2	COMPLETED	11/15/2000	11/20/2000	11/19/2000	
MILESTONE NUMBER 3	COMPLETED	11/15/2000	11/20/2000	11/19/2000	
NOTIFICATIONS					
SHOW SINCE: <input checked="" type="checkbox"/> MY LAST LOGIN <input checked="" type="checkbox"/>					
NOTIFICATION OF TASKS					
DATE	TYPE	TITLE	DATE	TYPE	TITLE
1/23/00	X	UPLOAD LOADSTORE BUSINESS	1/23/00	D	NEW DOCUMENT
1/23/00	X	TASK ASSIGNED TO YOU	1/23/00	D	DOCUMENT CHANGED
1/23/00	X	CHANGE IN DUE DATE FOR	1/23/00	D	NEW DOCUMENT
1/23/00	X	TASK PAST DUE - ORIGINAL			
NOTIFICATION OF DISCUSSIONS					
DATE	TYPE	TITLE	DATE	TYPE	TITLE
1/23/00	D	NEW DISCUSSION	1/23/00	V	YOUR PASSWORD MUST BE CHAN
1/23/00	D	UPDATED DISCUSSION	1/23/00	V	YOU HAVE BEEN ADDED TO THE
1/23/00	D	UPDATED DISCUSSION	1/23/00	V	NEW DEAL TEAM MEMBER

FIG. 15

MY DEALS

DIVISION TO FILTER ON: **SELECT DIVISION** ☒

[illegible]

1 2 3 4 >

W. T. G. H. F.



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CREATE/MODIFY WORK GROUP									
LOADSURE DEAL 2 - LOADSURE									
SUMMARY	DEAL TEAM	TASKS/TIMELINE	DISCUSSIONS	ALERTS	LIBRARY	PROFILE			
COMPANIES TO VIEW: <input checked="" type="checkbox"/> VIEW ALL COMPANIES									
COMPANY <input type="checkbox"/> MODIFY TEAM MEMBERS									
COMPANY ROLE: <input checked="" type="checkbox"/> PROVIDER									
NAME	PRIMARY CONTACT	ACTIVE	ROLE	BUSINESS PHONE	EMAIL	REMOVE			
	<input checked="" type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			<input type="checkbox"/>			
	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			<input type="checkbox"/>			
	<input type="radio"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			<input type="checkbox"/>			
COMPANY <input type="checkbox"/> MANAGE RELATIONSHIPS <input type="checkbox"/> MODIFY TEAM MEMBERS									
COMPANY ROLE: <input checked="" type="checkbox"/> CUSTOMER									
NAME	PRIMARY CONTACT	ACTIVE	ROLE	BUSINESS PHONE	EMAIL	REMOVE			
	<input type="radio"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>			<input type="checkbox"/>			
COMPANY <input type="checkbox"/> MANAGE RELATIONSHIPS <input type="checkbox"/> MODIFY TEAM MEMBERS									
COMPANY ROLE: <input checked="" type="checkbox"/> INTERMEDIARY									
NAME	PRIMARY CONTACT	ACTIVE	ROLE	BUSINESS PHONE	EMAIL	REMOVE			
	<input type="radio"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>			<input type="checkbox"/>			
ADD COMPANY							SAVE	REMOVE	

FIG. 17



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SELECT COMPANY

SELECT THE FIRST LETTER: A B C D E F G H I J K L M N O P Q R S T U V W X Y Z
OR

SEARCH: ☐ BEGINS WITH: ☒
CONTAINS: ☐

COMPANY NAME:

LOADSURE
EAGLE FINANCIAL
XYZ DATA SYSTEMS

SEARCH
NEW COMPANY

CANCEL CONTINUE

FIG. 18



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COMPANY RELATIONSHIPS	
PERMISSIONS FOR: ENTERPRISES	
ADD TO DEAL GROUPS:	
<input type="radio"/> GE TEAM <input type="radio"/> CUSTOMER TEAM <input type="radio"/> OTHER <input checked="" type="radio"/> NONE	
SELECT THE COMPANIES ENTERPRISES CAN VIEW ON THE DEAL:	
NOTE: THIS COMPANY MAY ONLY VIEW GE AND THE COMPANIES CHECKED BELOW.	
RELATIONSHIPS ARE TWO-WAY.	
LOADSURE <input type="checkbox"/>	
<input type="button" value="BACK"/>	<input type="button" value="DONE"/>

FIG. 19



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SELECT TEAM MEMBERS	
GE CAPITAL	
AVAILABLE USER(S): JJE HANNA	SELECTED USER(S): BENNIE TIM JANE
NEW ADD SELECTED ADD ALL	REMOVE SELECTED REMOVE ALL
DONE	CANCEL

FIG. 20



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MY PROFILE	
FIRST NAME:	<input type="text"/>
LAST NAME:	<input type="text"/>
JOB TITLE	<input type="text"/>
BUSINESS PHONE:	<input type="text"/>
MOBILE PHONE:	<input type="text"/>
FAX:	<input type="text"/>
EMAIL ADDRESS:	<input type="text"/>
EMPLOYING COMPANY:	<input type="text" value="SELECT COMPANY"/>
ADDRESS 1:	<input type="text"/>
ADDRESS 2:	<input type="text"/>
ADDRESS 3:	<input type="text"/>
CITY/TOWN:	<input type="text"/>
STATE/PROVINCE:	<input type="text"/>
COUNTRY:	<input type="text"/>
ZIP/POSTAL CODE:	<input type="text"/>
DIVISION/SUB-DIVISION:	<input type="text" value="SELECT A DIVISION /SUB-DIVISION"/>
AUTHORITY LEVEL:	<input type="text" value="SELECT AN ACCESS LEVEL"/>
USER ID:	<input type="text"/>
PASSWORD:	<input type="text"/>
RETYPE PASSWORD:	<input type="text"/>
<input type="button" value="DONE"/> <input type="button" value="CANCEL"/>	

FIG. 21



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USER PROFILE	
FIRST NAME:	<input type="text"/>
LAST NAME:	<input type="text"/>
JOB TITLE	<input type="text"/>
DIVISION/SUB-DIVISION:	<input type="text"/>
AUTHORITY LEVEL:	<input type="text"/>
BUSINESS PHONE:	<input type="text"/>
MOBILE PHONE:	<input type="text"/>
FAX:	<input type="text"/>
EMAIL ADDRESS:	<input type="text"/>
EMPLOYING COMPANY:	<input type="text"/>
ADDRESS 1:	<input type="text"/>
ADDRESS 2:	<input type="text"/>
ADDRESS 3:	<input type="text"/>
CITY/TOWN	<input type="text"/>
STATE/PROVINCE :	<input type="text"/>
COUNTRY :	<input type="text"/>
ZIP/POSTAL CODE :	<input type="text"/>
USER ID:	<input type="text"/>
PASSWORD:	<input type="text"/>
RETYPE PASSWORD:	<input type="text"/>
RESET USER PASSWORD:	<input type="text"/>
DISABLE LOGIC:	<input type="text"/>
ADD CREDENTIALS:	<input type="text"/>
<input type="button" value="DONE"/> <input type="button" value="CANCEL"/>	

FIG: 22



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USER PROFILE	
NEW USER	
JOB TITLE:	MANAGER
BUSINESS PHONE:	444-555-9999
MOBILE PHONE:	444-555-9999
FAX:	444-555-9999
EMAIL ADDRESS:	USER@GKENTERPRISES.COM
EMPLOYING COMPANY:	G.K. ENTERPRISES
ADDRESS 1:	ADDRESS 1
ADDRESS 2:	ADDRESS 2
CITY/TOWN:	CITY/TOWN
STATE/PROVINCE:	STATE
ZIP/POSTAL CODE:	99999
COUNTRY:	COUNTRY
<input type="button" value="DONE"/>	

FIG. 23



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COMPANY PROFILE	
COMPANY NAME:	<input type="text"/>
COMPANY TYPE:	<input type="checkbox"/> CSS <input checked="" type="checkbox"/>
ADDRESS 1:	<input type="text"/>
ADDRESS 2:	<input type="text"/>
CITY/TOWN:	<input type="text"/>
STATE/PROVINCE:	<input type="text"/>
COUNTRY:	<input type="text"/>
ZIP/POSTAL CODE:	<input type="text"/>
PHONE NUMBER:	<input type="text"/>
FAX NUMBER:	<input type="text"/>
WEB URL:	<input type="text"/>
LOGIC:	UNKNOWN
<input type="button" value="DONE"/> <input type="button" value="CANCEL"/>	
<input type="button" value="ATTACH"/> <input type="button" value="CLEAR"/>	

FIG. 24

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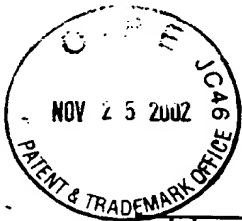
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COMPANY PROFILE	
G.K. ENTERPRISES	
ADDRESS 1:	ADDRESS 1
ADDRESS 2:	ADDRESS 2
CITY/TOWN:	CITY/TOWN
STATE/PROVINCE:	STATE
COUNTRY:	COUNTRY
ZIP/POSTAL CODE	9999
PHONE NUMBER:	444-555-9999
FAX NUMBER:	444-555-9999
WEB URL:	WWW.GKENTERPRISES.COM
<input type="button" value="DONE"/>	

FIG. 25





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BRIEFING PAGE	
<input type="button" value="EXPAND ALL"/>	<input type="button" value="COLLAPSE ALL"/>
<input type="button" value="MY LAST LOGIN"/> <input type="button" value="EDIT?"/>	
DEAL DASHBOARD	
<input checked="" type="checkbox"/> LOADSURE DEAL 2	
LAST MILESTONE: PROPOSAL ACTUAL COMPLETION DATE: 15-DEC 2000 NEXT MILESTONE: APPROVAL CURRENT DUE DATE: 15-JAN-2001	
GE PRIMARY CONTACT: TIM CLIENT PRIMARY CONTACT: CHERYL DEAL SIZE: \$50,000	
PHONE NUMBER: 730-4691 PHONE NUMBER: 432-4691	
YOUR OUTSTANDING TASKS: 6	
NOTIFICATION SUMMARY <input checked="" type="checkbox"/>	
(2)D(3)P(5) (2)	
<input checked="" type="checkbox"/> INFORMATION-E INFO FINANCING	
LAST MILESTONE: PROPOSAL ACTUAL COMPLETION DATE: 01-JAN 2000 NEXT MILESTONE: APPROVAL CURRENT DUE DATE: 02-JAN-2001	
(CLICK HERE TO VIEW DETAILS FOR THIS DEAL)	
<input checked="" type="checkbox"/> E SHIP IT DIRECT - E SHIP IT FINANCING	
LAST MILESTONE: PROPOSAL ACTUAL COMPLETION DATE: 01-JAN 2000 NEXT MILESTONE: APPROVAL CURRENT DUE DATE: 02-JAN-2001	
(CLICK HERE TO VIEW DETAILS FOR THIS DEAL)	
<input checked="" type="checkbox"/> ISHOW - ISHOW FINANCING	
LAST MILESTONE: PROPOSAL ACTUAL COMPLETION DATE: 01-JAN 2000 NEXT MILESTONE: APPROVAL CURRENT DUE DATE: 02-JAN-2001	
(CLICK HERE TO VIEW DETAILS FOR THIS DEAL)	
GE PRIMARY CONTACT: TODD CLIENT PRIMARY CONTACT: HENRY	
PHONE NUMBER: 730-4691 PHONE NUMBER: (555)432-4691	
DEAL SIZE: \$50,000	
YOUR OUTSTANDING TASKS: 5	
NOTIFICATION SUMMARY <input checked="" type="checkbox"/>	
(2)D(3)P(5) (2)	
<input checked="" type="checkbox"/> ALERTS <input checked="" type="checkbox"/>	<input type="checkbox"/> INDEX CARD SUBSCRIPTIONS <input checked="" type="checkbox"/>
NO NEW ALERTS SINCE MY LAST LOGIN	
NO NEW SUBSCRIPTIONS SINCE MY LAST LOGIN	
<input checked="" type="checkbox"/> DISCUSSION SUBSCRIPTIONS <input checked="" type="checkbox"/>	<input type="checkbox"/> NEWS <input type="button" value="EDIT"/>
NO NEW DISCUSSION SUBSCRIPTIONS SINCE MY LAST LOGIN	
TOP NEWS	
NO NEWS FOUND CORRESPONDING TO THIS SECTION.	
HOTLINKS	
NO NEW ITEMS SINCE MY LAST LOGIN	

FIG. 26



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CREATE/MODIFY MILESTONE	
MILESTONE :	
DESCRIPTION :	
<div>DONE CANCEL</div>	

FIG. 27

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CREATE/MODIFY TASK		
PARENT MILESTONE: MILESTONE 1		
TASK:	<div></div>	
DESCRIPTION:	<div></div>	
SETTINGS:	<input type="checkbox"/> HIDE FROM EXTERNAL PARTIES <input type="checkbox"/> OMIT	
OWNER	<input checked="" type="checkbox"/> PICK AN OWNER	
STATUS:	<input checked="" type="checkbox"/> SELECT STATUS	
DUE DATE		ACTUAL COMPLETION DATE
ORIGINAL	CURRENT	
	<div></div>	<div></div>
ASSOCIATIONS:		
<input type="button" value="REMOVE"/>	<input type="button" value="ASSOCIATE"/>	
<input type="button" value="DONE"/>	<input type="button" value="CANCEL"/>	

FIG. 29

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CREATE/MODIFY TASK	
MILESTONE:	QUALIFIED LEAD
TASK:	
DESCRIPTION:	
ASSOCIATIONS:	
ASSOCIATE	
REMOVE	
DONE CANCEL	

FIG. 30



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CREATE/MODIFY SUB-TASK	
MILESTONE:	QUALIFIED LEAD
TASK:	ID CUSTOMER CTQ'S
SUB-TASK	
DESCRIPTION:	
ASSOCIATIONS:	
ASSOCIATE	
REMOVE	
DONE CANCEL	

FIG. 31



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TASK ASSIGNMENT

LOADSURE DEAL 2 - LOADSURE

SUMMARY	DEAL TEAM	TASKS/TIMELINE	DISCUSSIONS	ALERTS	LIBRARY	PROFILE
<input type="checkbox"/> EXPAND ALL		<input type="checkbox"/> COLLAPSE ALL				
		CUSTOMER REQUEST DATE	CURRENT DUE DATE	OWNER	HIDE FROM EXTERNAL PARTIES	OMIT
MILESTONE NAME 1					<input type="checkbox"/>	<input type="checkbox"/>
TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TASK NAME 2				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SUB-TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SUB-TASK NAME 2				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MILESTONE NAME 1					<input type="checkbox"/>	<input type="checkbox"/>
TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SUB-TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MILESTONE NAME 2					<input type="checkbox"/>	<input type="checkbox"/>
TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SUB-TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MILESTONE NAME 1					<input type="checkbox"/>	<input type="checkbox"/>
TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SUB-TASK NAME 1				<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

FIG. 32



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<p>TASK NOTIFICATION</p> <p>SEND TASK NOTIFICATIONS THROUGH EMAIL OYES NO</p> <p>SETTINGS FOR TASKS THAT I ASSIGN TO OTHERS:</p> <p><input checked="" type="checkbox"/> NOTIFY ME WHEN TASK IS OVERDUE <input type="checkbox"/> NOTIFY ME WHEN TASK IS REASSIGNED <input type="checkbox"/> NOTIFY ME WHEN DUE DATE IS CHANGED <input type="checkbox"/> NOTIFY ME WHEN A TASK IS COMPLETE</p> <p>SETTINGS FOR TASKS THAT I AM ASSIGNED</p> <p><input type="radio"/> SEND TASK REMINDERS ON TASKS THAT I AM ASSIGNED <input type="checkbox"/> SEND FIRST NOTICE <input type="checkbox"/> DAY(S) BEFORE A TASK IS DUE <input type="checkbox"/> SEND FOLLOW-UP REMINDERS <input type="checkbox"/> EVERY DAY <input checked="" type="checkbox"/> UNTIL THE TASK IS COMPLETE <input checked="" type="radio"/> DO NOT SEND TASK REMINDERS ON TASKS THAT I AM ASSIGNED</p> <p>SEND ALERT NOTIFICATION THROUGH EMAIL OYES NO</p> <p><input type="button" value="SAVE"/> <input type="button" value="CLOSE"/></p>
--

FIG. 33



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TASKS/TIMELINE

LOADSURE DEAL 2 - LOADSURE

SUMMARY	DEAL	TEAM	TASKS/TIMELINE	DISCUSSIONS	ALERTS	LIBRARY	PROFILE			
EXPAND ALL	COLLAPSE ALL	CUSTOMER	OWNER	REQUEST DATE	ORIGINAL DATE	DUE DATES	ACTUAL COMPLETION DATE	STATUS	HIDE	OMIT
<input type="checkbox"/>	MILESTONE NAME 1								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	TASK NAME 1								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	TASK NAME 2								<input type="checkbox"/>	<input type="checkbox"/>
	SUB-TASK NAME 1								<input type="checkbox"/>	<input type="checkbox"/>
	SUB-TASK NAME 2								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	MILESTONE NAME 1								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	TASK NAME 1								<input type="checkbox"/>	<input type="checkbox"/>
	SUB-TASK NAME 1								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	MILESTONE NAME 2								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	TASK NAME 1								<input type="checkbox"/>	<input type="checkbox"/>
	SUB-TASK NAME 1								<input type="checkbox"/>	<input type="checkbox"/>

FIG. 34



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CREATE DISCUSSION			
DISCUSSION INFORMATION			
SUBJECT:			
DETAILS:			
DISCUSSION PARTICIPATION INFORMATION			
SELECT USERS AND GROUPS			
USER/GROUP	DISCUSSION PARTICIPATION	REMOVE	
	SELECT PARTICIPATION LEVEL ▾	<input type="checkbox"/>	
	SELECT PARTICIPATION LEVEL ▾	<input type="checkbox"/>	
	SELECT PARTICIPATION LEVEL ▾	<input type="checkbox"/>	
		REMOVE	
ASSOCIATION INFORMATION			
ADD ASSOCIATIONS:			
SELECT FROM ▾		GO	
DONE		CANCEL	

FIG. 35



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VIEW DISCUSSION					<input type="checkbox"/> Y	<input type="button" value="BACK"/>	<input type="button" value="MANAGE ACCESS"/>	<input type="button" value="DELETE"/>	<input type="button" value="EXPAND ALL"/>	<input type="button" value="COLLAPSE ALL"/>
<p>○ RFO FOR HYDROGEN CHLORIDE? TIM INTELICO 23-JUN-2000</p> <p>○ NOT YET. I HAVE A FEW QUESTIONS FIRST. LUKE GENCHEM 26-JUN-2000</p> <p>○ WE WOULD NEED AN INITIAL SHIPMENT OF 10,000KG, BUT FROM THEN ON IT WOULD BE A WEEKLY SHIPMENT OF 5,000KG HOLLY INTELICO 23-JUN-2000</p> <p>○ TWICE A WEEK WOULD BE GREAT, IF POSSIBLE SAM INTELICO 23-JUN-2000</p> <p>○ CLARIFICATION ON RFO DETAILS LUKE GENCHEM 25-JUN 2000</p> <p>○ OYES, THE HYDROGEN CHLORIDE CAN BE SHIPPED WITH THE OTHER ITEMS. NO NEED FOR SPECIAL HANDLING TIM INTELICO 23-JUN-2000</p> <p style="text-align: center;"><input type="button" value="REPLY"/></p>										
ASSOCIATIONS: <input type="button" value="SELECT ITEM FROM"/>										
<input type="checkbox"/> SAMPLE CATALOG DOCUMENT										
<input type="button" value="ADD SELECTED"/> <input type="button" value="REMOVE"/>										

FIG. 36



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820

FEEDBACK	
SUBMIT	
SEND TO:	DEAL TEAM LEAD
REGARDING:	DEAL STATUS <input checked="" type="checkbox"/>
DESCRIPTION:	
<div>PLEASE CONTACT ME WITH REGARDS TO THE ABOVE DETAILS</div>	
SUBMIT	CANCEL

FIG. 37

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	<p>YOUR FEEDBACK HAS BEEN SUCCESSFULLY SENT. WE HIGHLY VALUE YOUR OBSERVATIONS AND SUGGESTIONS.</p> <p>THANK YOU FOR TAKING THE TIME TO GIVE US VALUABLE FEEDBACK. PLEASE FEEL FREE TO GIVE US FEEDBACK AT ANY POINT OF YOUR RELATIONSHIP WITH US. YOUR OPINION MEANS A LOT.</p> <p>CLOSE</p>
--	---

FIG. 38





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FEEDBACK
VOC RECEIVED

SENT FROM	DATE	REGARDING	COMMENTS
JULIE	01/20/01	DEAL STATUS	ENTER TEXT IS DISPLAYED HERE IN THIS COLUMN THIS IS THE TEXT THAT IS GIVEN
FRED	01/20/01	DEAL STATUS	THIS IS THE TEXT FIELD THAT IS USED TO DISPLAY THE INFORMATION AS IT WAS ENTERED ON THE FORM
HILLARY	01/20/01	DEAL STATUS	ENTER TEXT IS DISPLAYED HERE

CLOSE

FIG. 39



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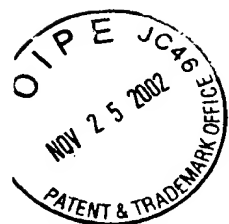
880

VIEW LIBRARY

LOADSURE DEAL 2 - LOADSURE

SUMMARY	WORK GROUP	TASKS/TIMELINE	DISCUSSIONS	LIBRARY
<div><div>EXPAND ALL</div><div>COLLAPSE ALL</div><div>SHOW FLAGS FOR ITEMS WHICH ARE NEW/UPDATES IN THE LAST</div><div>LAST LOGIN</div></div> <div><div><div><input type="checkbox"/> COMPANY FOLDER</div><div><input type="checkbox"/> DUE DILLIGENCE</div><div><input type="checkbox"/> LEGAL</div><div><input type="checkbox"/> FINANCIAL</div><div><input type="checkbox"/> CLOSING</div></div><div><div>ADD CONTENT</div><div>CREATE FOLDER</div></div></div>				

FIG: 40



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CREATE/MODIFY CATEGORY		
SUMMARY INFORMATION		
PARENT FOLDER: DUE DILLIGENCE <input type="button" value="SELECT"/>		
FOLDER NAME: <input type="text"/>		
DISCRIPTION: <input type="text"/>		
<input checked="" type="checkbox"/> INHERITED FOLDER		
PERMISSION INFORMATION		
SELECT USERS AND GROUPS		
USER/GROUP	PERMISSIONS	REMOVE
GE GROUP	<input type="button" value="VIEW, EDIT PERMISSION"/> <input checked="" type="checkbox"/>	<input type="checkbox"/>
CUSTOMER GROUP	<input type="button" value="VIEW, EDIT"/> <input checked="" type="checkbox"/>	<input type="checkbox"/>
OTHER GROUP	<input type="button" value="VIEW"/> <input checked="" type="checkbox"/>	<input type="checkbox"/>
USER 1	<input type="button" value="SELECT PERMISSION"/> <input checked="" type="checkbox"/>	<input type="checkbox"/>
USER 2	<input type="button" value="SELECT PERMISSION"/> <input checked="" type="checkbox"/>	<input type="checkbox"/>
USER 3	<input type="button" value="SELECT PERMISSION"/> <input checked="" type="checkbox"/>	<input type="checkbox"/>
		<input type="button" value="REMOVE"/>
<input type="button" value="DONE"/> <input type="button" value="CANCEL"/>		

FIG. 41



920

FIG. 42

INDEX CARD

SUBSCRIBED: ☐

STEP 1: ENTER FILE NAME AND DESCRIPTION

FILE NAME:

DESCRIPTION:

STEP 2: SELECT FILE FROM LOCAL SYSTEM OR ENTER A URL

☐ FILE PATH:

☐ URL FULL URL:

BROWSE

STEP 3: SELECT A TARGET FOLDER FOR THE FILE

TARGET FOLDER FOR FILE:

SELECT

DUE DILIGENCE

STEP 4: ADD ASSOCIATIONS TO THE FILE

SELECT FROM ☐

SELECT

REMOVE

STEP 5: PERMISSION USERS AND GROUPS ON THE FILE

SELECT USERS AND GROUPS

USER/GROUP	PERMISSIONS	NOTIFY	REMOVE
USER 1	<div><div>VIEW</div><div></div></div>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
USER 2	<div><div>VIEW</div><div></div></div>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
GROUP 3	<div><div>VIEW, EDIT</div><div></div></div>	<input checked="" type="checkbox"/>	<input type="checkbox"/>



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FIG. 43

940

INDEX CARD

SUBSCRIBED: ☐

SUMMARY INFORMATION:

FILE NAME: LEGAL.DOC

DESCRIPTION: THESE ARE THE LEGAL RAMIFICATIONS OF THE DEAL

STATUS: CHECKED-IN

VERSION INFORMATION:

#	LAST MODIFIED	MODIFIED BY	COMMENTS	REMOVE
				<input type="checkbox"/>
				<input type="checkbox"/>
				<input type="checkbox"/>

CHECK OUT LOCKDOWN DOCUMENT REMOVE

TARGET FOLDER INFORMATION:

TARGET FOLDER FOR FILE DUE DILIGENCE SELECT

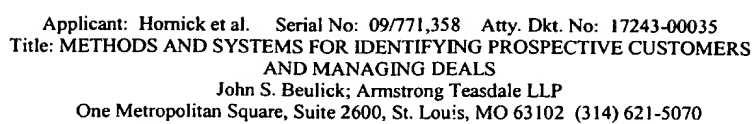
ASSOCIATION INFORMATION:

SELECT FROM ☐ BUSINESSPLAN.DOC REMOVE SELECT

PERMISSION INFORMATION:

SELECT USERS AND GROUPS

USER/GROUP PERMISSIONS NOTIFY REMOVE



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VIEW PROFILE

SUMMARY

WORK GROUP

TASKS/TIMELINE

DISCUSSIONS

LIBRARY

PROFILE

DEAL STATUS

SELECT DEAL STATUS

DESCRIPTION:

DEAL TYPE

SELECT DEAL TYPE

TOTAL DEAL SIZE/ROUND

0.0 (IN US\$M)

COMPANY DESCRIPTION

VENTURE COMPLETE DEAL ID

DIVISION

SUB-DIVISION

CONFIDENTIAL DEAL

SAVE

CANCEL

VOC SUMMARY

FIG. 45



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1000

SEARCH PREFERENCES	
DEAL ID:	<input type="text"/>
DEAL NAME:	<input type="text"/>
COMPANY NAME:	<input type="text"/>
COMPANY ROLE:	<input type="text"/>
DEAL STATUS:	<input type="text"/>
SFG SOURCED:	<input type="text"/>
DEAL TEAM LEAD:	<input type="text"/>
DEAL TEAM MEMBER:	<input type="text"/>
COUNTRY/RISK	<input type="text"/>
DIVISION	<input type="text"/>
SUB-DIVISION	<input type="text"/>
PRODUCT	<input type="text"/>

SEARCH OPTIONS O BEGINS WITH O INCLUDES	<input type="text"/>
SEARCH OPTIONS O BEGINS WITH O INCLUDES	<input type="text"/>
FROM <input type="text"/> TO <input type="text"/>	<input type="text"/>
TOTAL	<input type="text"/>
LAST NAME	<input type="text"/>
LAST NAME	<input type="text"/>
CHECK TO RECEIVE DEALS THAT CONTAIN ALL SELECTED PRODUCTS	<input type="checkbox"/>

FIG. 46

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SEARCH RESULTS

RECORDS (1-15 OF 427)

SEARCH CRITERIA: DEAL STATUS = ACTIVE, COMPANY NAME = "LO"

MODIFY SEARCH CRITERIA

NEXT>>

DEAL ID	DEAL NAME	COMPANY NAME	COMPANY ROLE	DATE CREATED	STATUS	DIVISION	SUB-DIVISION	GE PRIMARY CONTACT
1111	LOADSURE							
	PRODUCTS							
1233	LONG1							
	PRODUCTS							
1236	LOEWC01							
	PRODUCTS							
1334	LORDC01							
	PRODUCTS							
2334	LOSTSYSTEMS1							
	PRODUCTS							
2458	LOB1							
	PRODUCTS							
2587	LONDON1							
	PRODUCTS							
3455	LOVLAND1							
	PRODUCTS							
DEAL ID	DEAL NAME	COMPANY NAME	COMPANY ROLE	DATE CREATED	STATUS	DIVISION	SUB-DIVISION	GE PRIMARY CONTACT
MODIFY SEARCH CRITERIA								
NEXT>>								

FIG. 47

1020



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FIG. 48

1040

GE HOME	CEF HOME	HELP
SYSTEM ADMINISTRATOR		
BRIEFING PAGE		
▷ CATALOG		
▷ ALERTS		
▷ DISCUSSIONS		
▷ TASKS		
▷ INDUSTRY TEMPLATE		
▽ CUSTOMERS		
MY CUSTOMERS		
INVITE CUSTOMERS		
▷ MY GE SERVICES		
▷ NEWS		
▷ ADMIN		
LOGOUT		

INVITE/EDIT CUSTOMER	
CUSTOMER INFORMATION	
COMPANY:	SELECT COMPANY <input type="button" value="ADD"/>
PROSPECT:	<input type="button" value="ADD"/>
LOCATION:	<input type="text"/> (CITY) <input type="text"/> (STATE) <input type="text"/>
USERNAME:	<input type="text"/> (FIRST NAME) <input type="text"/> (LAST NAME)
TELEPHONE:	<input type="text"/>
EMAIL:	<input type="text"/>

INDUSTRY TEMPLATES	
SELECT INDUSTRY NAME <input type="button" value="PERSONALIZE"/>	
UPLOAD CUSTOM ATTACHMENTS:	
FROM CATALOG: <input type="button" value="ADD"/>	
FROM DRIVE: <input type="button" value="ADD"/>	

NEW PORTAL USER POP-UP MESSAGE	
<input checked="" type="checkbox"/> USE DEFAULT MESSAGE	
SUBJECT:	<input type="text"/>
DETAILS:	



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FIG. 49

1040

GE HOME		CEF HOME	
SYSTEM ADMINISTRATOR			
BRIEFING PAGE			
▷ CATALOG			
▷ ALERTS			
▷ DISCUSSIONS			
▷ TASKS			
▷ INDUSTRY TEMPLATE			
▽ CUSTOMERS			
MY CUSTOMERS INVITE CUSTOMERS			
▷ MY GE SERVICES			
▷ NEWS			
▷ ADMIN			
LOGOUT			

NEW PORTAL USER POP-UP MESSAGE

☒ USE DEFAULT MESSAGE
SUBJECT:
DETAILS:

STATUS INDICATOR

SELECT STATUS ☒

SALES REPRESENTATIVE SELECTOR

SYSTEM ADMINISTRATOR ASSIGN

PORTAL INFORMATION

IRL: WWW.MYGEOFFICE.COM
USERNAME:
PWD:

DONE CANCEL



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GE CAPITAL LOGON | PREFERENCES | HELP | SEARCH
COMMERCIAL FINANCE

CONTACT

HOME
SETUP GATEWAY
CUSTOMER ACTIVITY
RESOURCES
COMPANY STATUS
CONTENT CENTRAL

SETUP GATEWAY

BELOW ARE THE MOST FREQUENTLY USED TOOLS FOR CREATING AND MAINTAINING CUSTOMER GATEWAYS.

- QUICK SETUP
- CUSTOM SETUP
- UPLOAD A DOCUMENT
- REMOVE A DOCUMENT
- MODIFY EXISTING CUSTOMER GATEWAY
- PREVIEW CUSTOMER GATEWAY
- DELETE CUSTOMER GATEWAY

CUSTOMER ACTIVITY

- MOST ACTIVE USERS
- GATEWAYS BY COMPANY
- GATEWAYS BY USER
- SESSION ACTIVITY

RESOURCES

- KEY INTEREST RATES
- EDGARSCANTM
- THE E-DOCTOR
- AICPA PUBLICATIONS INDEX
- FINANCIALWEB.COM COMPANY PROFILES
- HOOVERS.COM COMPANY CAPSULES

MORE RESOURCES

GE HOME | GE BUSINESSES | SMALL BUSINESS | INDUSTRY SOLUTIONS
HOME SOLUTIONS | PERSONAL FINANCE | CORPORATE INFO

WHAT'S NEW AT CF

THE NORTH EAST REGION LEADS IN SALES THROUGH THE END OF Q2 AND APPEARS TO HAVE A STRONG LEAD MIDWAY THROUGH Q2. THE BZ CREDIT GROUP SHOWS A 12% INCREASE IN TRANSACTIONS AS COMPARED TO Q3 '99. COMPANY SIDE, DONE DEALS NOW AVERAGE 3.1 DEALS PER ORIGINATOR. WE'RE ON OUR WAY TO A RECORD BREAKING, HISTORY MAKING YEAR. KEEP IT UP.

COMPANY STATUS

CF vs. GOAL

ACRID Cco

Forecast vs. GOAL

ACRID Cco

CONTENT CENTRAL

- GE TOOLS & TOURS
- CASE STUDIES
- GATEWAY RESOURCES

1100

FIG. 50

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GE CAPITAL LOGON | PREFERENCES | HELP | SEARCH
COMMERCIAL FINANCE

CONTACT

HOME
SETUP GATEWAY
CUSTOMER ACTIVITY
RESOURCES
COMPANY STATUS
CONTENT CENTRAL

SETUP GATEWAY: CUSTOM SETUP
FIELD WITH * ARE REQUIRED.

REQUIRED INFORMATION:

*EMAIL BUSINESS/LOGIN ID:
*ZIP CODE:
*PRIMARY INDUSTRY:
*COMPANY NAME:
*TYPE OF FINANCING NEED:
LOGIN INFORMATION:
*PASSWORD:
COMPANY INFORMATION:
SIZE OF FINANCING NEED:
STATUS:
#EMPLOYEES:
SALES SIZE:
% INTERNATIONAL SALES:
#YEARS IN BUSINESS:
CURRENT TYPES OF FINANCING USED:
TIMING OF ADDITIONAL FINANCE NEED:
FINANCING PRODUCT:
ASSET CONCENTRATION:
CONTACT INFORMTAION:
PREFIX:
FIRST NAME:
MIDDLE INITIAL:
LAST NAME:
STREET ADDRESS 1:
STREET ADDRESS 2:
CITY:
STATE:
PROVINCE:
COUNTY:
COOUNTRY:
PHONE BUSINESS:
EXTENSION:
FAX BUSINESS:
TITLE:

REGISTER

CLEAR

FIG. 51

1120



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GE CAPITAL LOGON PREFERENCES HELP SEARCH COMMERCIAL FINANCE		> CONTACT v										
<div style="border-bottom: 1px solid black; margin-bottom: 5px;">HOME ○</div> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">CASE STUDIES v</div> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">RESOURCES v</div> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">GE TOOLS & TOURS v</div> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">DOCUMENT CONTROL v</div>	<div style="text-align: right; font-weight: bold;">PROSPECT INC GATEWAY</div> <div style="border: 1px solid black; padding: 5px; margin-top: 10px;"> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">MESSAGE CENTER</div> <p style="font-size: small;">THIS IS A DEFAULT MESSAGE WHEN NO REAL MESSAGES ARE THERE IN INBOX. THIS CAN BE CHANGED THROUGH OCC WELCOME TO A PERSONALIZED SERVICE THAT PROVIDES YOU WITH IMMEDIATE ACCESS TO GE EXPERTISE BASED UPON YOUR SPECIFIC BUSINESS.</p> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 45%;"> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">CASE STUDIES</div> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">MOLD & TOOL</div> <p style="font-size: x-small;">MOLD & TOOL HAS A MULTI-LAYERED FINANCIAL RELATIONSHIP WITH GE CAPITAL COMMERCIAL FINANCE, WHICH CURRENTLY HELPED IT REFINANCE FULL CASE STUDY</p> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">OTHER RELATED CASE STUDIES:</div> <div style="font-size: x-small; margin-bottom: 5px;">SEAFOOD TECHNOLOGIES</div> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">SHOW ALL CASE STUDIES</div> </div> <div style="width: 45%;"> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">SPOTLIGHT FEATURE</div> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">MONDAY FEATURE SIX SIGMA</div> <p style="font-size: x-small;">TODAY'S COMPETITIVE ENVIRONMENT LEAVES NO ROOM FOR ERROR. WE MUST DELIGHT OUR CUSTOMERS AND RELENTLESSLY LOOK FOR NEW WAYS TO EXCEED THEIR EXPECTATIONS. THIS IS WHY SIX SIGMA QUALITY HAS BECOME A PART OF OUR CULTURE.</p> </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 45%;"> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">RESOURCES</div> <p style="font-size: x-small;">HERE YOU CAN FIND NEWS, TRENDS AND USEFUL INFORMATION TO HELP YOU MAKE BETTER BUSINESS DECISIONS.</p> <ul style="list-style-type: none"> o DONE DEALS o TODAY'S BUSINESS NEWS o GLOSSARY <div style="border-bottom: 1px solid black; margin-bottom: 5px;">SHOW ALL RESOURCES</div> </div> <div style="width: 45%;"> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">GE TOOLS & TOURS</div> <p style="font-size: x-small;">AS A GE CUSTOMER YOU WILL HAVE ACCESS TO EXCLUSIVE TOOLS AND INFORMATION DESIGNED TO STREAMLINE THE FINANCING PROCESS</p> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">CREDIT LINE CALCULATOR</div> <p style="font-size: x-small;">GAUGE HOW MUCH YOU CAN BORROW FROM COMMERCIAL FINANCE</p> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">GE LINK DEMO</div> <p style="font-size: x-small;">EXCHANGE DOCUMENTS TO GET MORE EFFICIENT TO CREDIT FACILITIES.</p> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">MYGEDEAL.COM (WORKFLOW) DEMO</div> <p style="font-size: x-small;">VIEW A DEMO OF YOUR EXCLUSIVE SYSTEM FOR EXPEDITING YOUR FINANCING</p> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">SHOW ALL GE TOOLS & TOURS</div> </div> </div> <div style="margin-top: 10px;"> <div style="border-bottom: 1px solid black; margin-bottom: 5px;">DOCUMENT CENTRAL ! v</div> <table border="1" style="width: 100%; border-collapse: collapse; font-size: x-small;"> <tr> <td style="padding: 2px;">WELCOME LETTER</td> <td style="padding: 2px;"></td> </tr> <tr> <td style="padding: 2px;">PRESENTATION1</td> <td style="padding: 2px;">10/12/00</td> </tr> <tr> <td style="padding: 2px;">DOCUMENT1</td> <td style="padding: 2px;">10/13/00</td> </tr> <tr> <td style="padding: 2px;">PRESENTATION2</td> <td style="padding: 2px;">10/12/00</td> </tr> <tr> <td style="padding: 2px;">DOCUMENT2</td> <td style="padding: 2px;">10/12/00</td> </tr> </table> <div style="border-bottom: 1px solid black; margin-top: 5px; text-align: center;">SHOW ALL DOCUMENTS IN MY DOCUMENT CENTRAL</div> </div>		WELCOME LETTER		PRESENTATION1	10/12/00	DOCUMENT1	10/13/00	PRESENTATION2	10/12/00	DOCUMENT2	10/12/00
WELCOME LETTER												
PRESENTATION1	10/12/00											
DOCUMENT1	10/13/00											
PRESENTATION2	10/12/00											
DOCUMENT2	10/12/00											
<div style="border: 1px solid black; padding: 5px; display: inline-block;"> GE HOME GE BUSINESSES SMALL BUSINESS INDUSTRY SOLUTIONS HOME SOLUTIONS PERSONAL FINANCES CORPORATE INFO </div>												

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FIG. 52



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GE CAPITAL LOGON | PREFERENCES | HELP | SEARCH
COMMERCIAL FINANCE

MY CONTACTS

COMPANY INCORPORATED GATEWAY

HOME

GE TOOLS & TOURS

RESOURCES

GE CAPITAL BUSINESSES

DOCUMENT CONTROL

CUSTOMER CENTRAL

MESSAGE CENTER

WELCOME TO YOUR GATEWAY PAGE, A PERSONALIZED SERVICE THAT PROVIDES YOU WITH IMMEDIATE ACCESS TO GE EXPERTISE BASED UPON YOUR SPECIFIC NEEDS. IF YOU HAVE ANY QUESTIONS, YOUR REP IS JUST A CLICK AWAY.

TOOLS & TOURS
AS A GE CUSTOMER YOU WILL HAVE ACCESS TO EXCLUSIVE TOOLS AND INFORMATION DESIGNED TO STREAMLINE THE FINANCING PROCESS.

MYGEDEAL.COM DEMO
VIEW A DEMO OF OUR EXCLUSIVE SYSTEM FOR EXPEDITING YOUR FINANCING.

GE LINK DEMO
EXCLUSIVE DOCUMENTS TO GET MORE EFFICIENT ACCESS TO CREDIT FACILITIES.

CREDIT LINE CALCULATOR
GAUGE HOW MUCH YOU CAN BORROW FROM COMMERCIAL FINANCE

SHOW ALL GE TOOLS & TOURS

RESOURCES
• DONE DEALS
• FREQUENTLY ASKED QUESTIONS

MORE RESOURCES

CUSTOMER CENTRAL
• HOTLINK TO THE CUSTOMER ADVOCATE
(SUGGESTIONS, ISSUES, COMPLAINTS)
• NEW SURVEY
(A FEW QUESTIONS TO HELP US IN THE RIGHT DECISION)

SPOTLIGHT FEATURE
PERIODICALLY UPDATED NEWS/MARKETING CONTENT POSSIBLE ITEMS INCLUDE:
• JACK WELCH'S SHAREHOLDER LETTER
• BUSINESS CREDIT ADVISORY SERVICES

GE CAPITAL BUSINESSES
CROSS-SELLING AREA, INCLUDING:
• FEATURED BUSINESS
(FOR EXAMPLE, COMMERCIAL EQUIPMENT FINANCING) WITH BRIEF DESCRIPTIONS NOTATED DYNAMICALLY
• LIST OF 2-3 OTHER COMPANIES
EACH LINKING OUT TO A MORE DETAILED DESCRIPTION

DOCUMENT CENTRAL

ADVANTAGE OF REVOLVERS	9/15/00
REVOLVER APPLICATION	9/8/00
CF ASSET BASED LENDING GUIDE	9/2/00
SIX SIGMA	9/31/00

SHOW ALL DOCUMENTS IN FILING CABINET

GE HOME | GE BUSINESSES | SMALL BUSINESS | INDUSTRY SOLUTIONS
HOME SOLUTIONS | PERSONAL FINANCES | CORPORATE INFO

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FIG. 53



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GE CAPITAL LOGON PREFERENCES HELP SEARCH	
COMMERCIAL FINANCE	
MY CONTACTS	
COMPANY INCORPORATED GATEWAY	
MESSAGE CENTER	
WELCOME TO OUR GATEWAY PAGE, A PERSONALIZED SERVICE THAT PROVIDES YOU WITH IMMEDIATE ACCESS TO GE EXPERTISE BASED UPON YOUR SPECIFIC BUSINESS NEEDS. IF YOU HAVE ANY QUESTIONS, YOUR REP IS JUST A CLICK AWAY.	
TRANSACTION LIBRARY	
SHOW ALL CF TRANSACTIONS	
LISTING OF MOST RECENT OR MOST RELEVANT GE DEALS, AS DETERMINED BY ORIGINATOR OR INTERMEDIARY CUSTOMIZATION.	
FINANCIAL SOLUTIONS CENTER	
CF PRODUCT OFFERINGS	
• FEATURED PRODUCT WITH BRIEF DESCRIPTION NOTATED DYNAMICALLY	
• LIST OF OTHER PRODUCTS EACH LINKING OUT TO A MORE DETAILED DESCRIPTION	
CASE STUDIES	
TECHNOLOGIES	
FACING A LIQUIDITY CRISIS, THE COMPANY THAT BECAME TECHNOLOGIES TURNED TO GE CAPITAL COMMERCIAL FINANCE, FIRST TO QUICKLY PROVIDE THE SUPPORT NEEDED TO REGAIN PROFITABILITY AND THEN TO FINANCE ITS CONTINUED AND SUCCESSFUL GROWTH. READ THE FULL CASE STUDY	
CAPITAL BUSINESSES	
• FEATURED BUSINESS	
• LIST OF 2-3 OTHER COMPANIES	
VIDEO: REALPLAYER	
VIDEO: WINDOWS MEDIA PLAYER	
OTHER RELEVANT CASE STUDIES:	
ENVIRONMENTAL INDUSTRIES	
VISTA FOOD EXCHANGE	
SHOW ALL CASE STUDIES	
SPOTLIGHT FEATURE	
OUR VALUE PROPOSITION	
WE ARE ONE OF ONLY A FEW AAA-RATED LENDERS IN THE UNITED STATES WHICH GIVES US THE STABILITY TO VIEW EVERY NEW CUSTOMER AS THE START OF A LONG-TERM RELATIONSHIP	
FIND OUT HOW OUR PURELY U TO O APPROACH MAKES US SIGNIFICANTLY DIFFERENT THAN A BANK	
DOCUMENT CENTRAL	
ADVANTAGE OF REVOLVERS 9/15/00	
REVOLVER APPLICATION 9/8/00	
CF ASSET BASED LENDING GUIDE 9/2/00	
SIX SIGMA 9/31/00	
SHOW ALL DOCUMENTS IN FILING CABINET	
GE HOME GE BUSINESSES SMALL BUSINESS INDUSTRY SOLUTIONS	
HOME SOLUTIONS PERSONAL FINANCES CORPORATE INFO	

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LNK4

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FEATURED PRODUCT

GE CAPITAL BUSINESSES

LNK1

LNK2

LNK3

LNK4

FEATURED BUSINESS

CASE STUDIES

SWIT TECHNOLOGIES

ENVIRONMENTAL INDUSTRIES

VISTA FOOD EXCHANGE

SHOW ALL CASE STUDIES

RESOURCES

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SHOW ALL RESOURCES

DOCUMENT CENTRAL

SHOW ALL DOCUMENTS

RESOURCES

HERE YOU CAN FIND NEWS, TRENDS AND USEFUL INFORMATION TO HELP YOU MAKE BETTER BUSINESS DECISIONS

- DONE DEALS
- FREQUENTLY ASKED QUESTIONS
- TODAY'S BUSINESS NEWS

MORE RESOURCES

ADVANTAGE OF REVOLVERS	9/15/00
REVOLVER APPLICATION	9/8/00
CF ASSET BASED LENDING GUIDE	9/2/00
SIX SIGMA	9/31/00

FIG. 54

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GE CAPITAL COMMERCIAL FINANCE		LOGOFF PREFERENCES HELP SEARCH		CF DIRECTORY LIST		⑤																																																																																																																									
HOME ① SETUP GATEWAY ② CUSTOMER ACTIVITY ③ RESOURCES ④ COMPANY STATUS ⑤ CONTENT CENTRAL ⑥		<table border="1"> <tr> <td>CUSTOMER CO.</td> <td>49 SESSIONS</td> <td colspan="6"></td> </tr> <tr> <td>BRIAN</td> <td>7 SESSIONS</td> <td colspan="6"></td> </tr> <tr> <td></td> <td>GATEWAY SETUP ON NOV 27, 2000</td> <td colspan="6"></td> </tr> <tr> <td></td> <td>FIRST LOGIN DATE NOV 27, 2000</td> <td colspan="6"></td> </tr> <tr> <td colspan="2">FEATURE</td> <td>30 DAYS</td> <td>31-60 DAYS</td> <td>61-90 DAYS</td> <td>TOTAL</td> <td>DATE OF LAST HIT</td> <td></td> </tr> <tr> <td>THE FOOD EXCHANGE</td> <td>CASESTUDIES</td> <td>3</td> <td>0</td> <td>0</td> <td>3</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>COUNTRY GOLF</td> <td>CASESTUDIES</td> <td>2</td> <td>0</td> <td>0</td> <td>2</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>ACCESS GE</td> <td>GETOOL5&TOURS</td> <td>2</td> <td>0</td> <td>0</td> <td>2</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>SUPPLY CHAIN MANAGEMENT</td> <td>CASESTUDIES</td> <td>1</td> <td>0</td> <td>0</td> <td>1</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>JOE'S SEAFOOD</td> <td>CASESTUDIES</td> <td>1</td> <td>0</td> <td>0</td> <td>1</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>LETTER TO SHARE OWNERS 1</td> <td>SPOTLIGHTFEATURE</td> <td>1</td> <td>0</td> <td>0</td> <td>1</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>RESOURCE-5</td> <td>RESOURCES</td> <td>1</td> <td>0</td> <td>0</td> <td>1</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>GE LINK DEMO</td> <td>GETOOL5&TOURS</td> <td>1</td> <td>0</td> <td>0</td> <td>1</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td>WORKFLOW DEMO</td> <td>GETOOL5&TOURS</td> <td>1</td> <td>0</td> <td>0</td> <td>1</td> <td>NOV 27, 2000</td> <td></td> </tr> <tr> <td colspan="2">TOTAL</td> <td>13</td> <td>0</td> <td>0</td> <td>13</td> <td></td> <td></td> </tr> </table>						CUSTOMER CO.	49 SESSIONS							BRIAN	7 SESSIONS								GATEWAY SETUP ON NOV 27, 2000								FIRST LOGIN DATE NOV 27, 2000							FEATURE		30 DAYS	31-60 DAYS	61-90 DAYS	TOTAL	DATE OF LAST HIT		THE FOOD EXCHANGE	CASESTUDIES	3	0	0	3	NOV 27, 2000		COUNTRY GOLF	CASESTUDIES	2	0	0	2	NOV 27, 2000		ACCESS GE	GETOOL5&TOURS	2	0	0	2	NOV 27, 2000		SUPPLY CHAIN MANAGEMENT	CASESTUDIES	1	0	0	1	NOV 27, 2000		JOE'S SEAFOOD	CASESTUDIES	1	0	0	1	NOV 27, 2000		LETTER TO SHARE OWNERS 1	SPOTLIGHTFEATURE	1	0	0	1	NOV 27, 2000		RESOURCE-5	RESOURCES	1	0	0	1	NOV 27, 2000		GE LINK DEMO	GETOOL5&TOURS	1	0	0	1	NOV 27, 2000		WORKFLOW DEMO	GETOOL5&TOURS	1	0	0	1	NOV 27, 2000		TOTAL		13	0	0	13		
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FIG. 55

